



THE BOTTOM LINE

"profitability through sound environmental practices"

Harmony Farms Saves Energy, Money, and the Environment

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Sebastopol, CA- Harmony Farm Supply and Nursery has provided the tools to practice organic gardening, conservation and sustainability for more than 20 years. The business has grown from a converted chicken coop to an 8,000-square-foot store and nursery on almost eight acres. Harmony also offers solar electric system design, supply and installation coordination. "Sustainability is what our business is all about," said owner David Henry.

The Challenge

Henry, pointing to his solar electricity panels, practices what he preaches. He wasn't aware, however, that the high-bay, metal halide lighting fixtures in the warehouse sent the power bill soaring higher than the two-story ceilings. Add in old-fashioned T-12 fluorescent lights that were quietly guzzling energy, and Henry had a

perfect lighting retrofit opportunity.

The Solution

The Small Business Energy Alliance (SBEA) replaced power-hungry, high-bay lights with linear fluorescent lamps and aluminum reflectors. That change immediately cut energy consumption in half, from 456 Watts to 228 Watts. The SBEA also replaced aging T-12 fluorescent lamps with energy-efficient T-8 lamps, and traded old magnetic ballasts for modern electronic ones.

"We have more light than before, the light is natural looking, and we cut our energy usage by almost 25 percent," said Henry.

The Savings

"I thought, 'I have fluorescents, I'm doing OK,'" admitted Henry, "but I didn't realize how much I

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Bank of America Banks on Lighting Upgrades

San Francisco, CA- Bank of America has received the 2004 Flex Your Power Award, which acknowledges the company for exceptional energy conservation and efficiency efforts across its facilities in California. The award comes on the heels of the bank's national Star of Energy Efficiency Award, received in December.

Winners of the Flex Your Power Award are selected by a State of California cabinet-level panel from the

State and Consumer Services Agency (SCSA), Resources Agency, Cal-EPA, and the California Energy Commission (CEC). The award is based on energy reduction, transferability of successes and best practices, resource conservation impact, efficiency, and unique and innovative approaches to conserving energy.

Said Lynn Pike, president, Bank of America, California: "The Flex Your Power Award is a testament to our efforts to be a leader in

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Bank of America is ahead of pace to reduce energy use by more than 5%, resulting in \$8.24 million in savings and cost avoidance by year end.



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PROFITABILITY THROUGH SOUND ENVIRONMENTAL PRACTICES

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**A project developed
by the Sonoma
County Economic
Development Board**

PG&E Offers Express Efficiency Rebate Program

Sonoma County, CA-Saving money on energy costs and reducing operating expenses are key concerns for many California business owners. The 2005 Express Efficiency Program provides rebates to small and medium-sized nonresidential customers for replacing their old equipment with new energy-efficient technologies.

To Qualify:

- You must be a customer of PG&E, and;
- You must be an electric customer on a small or medium-sized commercial, industrial, or agricultural rate schedule (£ 500 kW per month); OR
- You must be a non-residential core gas customer with monthly usage of less than or equal to 20,800 therms.

Co-generation, wind, solar and other types of self-generation customers are eligible for 2005 Express Efficiency rebates on a prorated basis if they purchase electricity from their local utility.

Rebates are limited to \$200,000 per service account, per fuel, per year. Customers with corporate (multiple) service accounts cannot exceed \$200,000 per corporation or chain account customer, per fuel, per year.

Eligible Equipment and Program Timeline

Participating in the 2005 Express Efficiency program can help you offset the initial cost of purchasing and installing a variety of new energy-efficient technologies. Rebates are available for selected equipment in these categories: agriculture, gas technology, air conditioning & heating, lighting, food service, and refrigeration.

Equipment must be purchased and installed between January 1, 2004 and December 31, 2005 in order to qualify. The 2005 Express Efficiency program has a limited budget. You may call your local utility to reserve funds in order to ensure fund availability. Rebate forms must be received at your local utility or postmarked by December 31, 2005. Rebate forms without reservations will be accepted on a first-come, first-served basis until the program deadline or until allocated funds are spent, whichever comes first.

Questions?

Call PG&E at 1-800-468-4743 or visit your www.pge.com/express for other program materials, including the 2005 Express Efficiency Policies & Procedures Customer Handbook.

New Business Hazardous Waste Disposal Program

Sonoma County, CA- Many small businesses in Sonoma County can now safely and cheaply dispose of their hazardous waste. Services are available for businesses that qualify as Conditionally Exempt Small Quantity Generators per regulations (CCR Title 22 66260.10). In other words, if your business generates 100 kilograms (27 gallons liquid or 220 pounds solid) or less of hazardous waste per month, not including oil or universal wastes, then you may qualify for the program.

There are two sites available for hazardous waste collection: the household toxics facility at the Central Disposal Site and the rotating

community toxics collections. An appointment is mandatory for both sites and can be made by calling 877-474-1870. There is a \$25 registration fee, plus disposal fees based on the type and quantity of waste.

When calling, make sure to have the company name, address, phone number, quantity of waste generated per month and year, name of chemical to be disposed, possible contaminants, and the size, type, and number of containers. After disposal, participants will receive a receipt of disposal for your records that will satisfy regulatory disposal requirements. These records should be kept for a minimum of three years.

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could save by updating the system.”

Thanks to energy savings, Henry, whose solar electrical system is tied to the PG&E power grid, is now producing 100 percent of his own electricity. Prior to the retrofit, Henry produced about 77 percent of his power and purchased the rest from PG&E.

The Bottom Line

Since state-sponsored funding from the SBEA paid for half of the costs, Henry’s share of the lighting retrofit was about \$3,000. With monthly savings of approximately \$330, his payback period will prove to be less than a year. “With solar electric systems, the payback ranges from five to 15 years,” explained Henry. “A

payback of less than one year is a no brainer.”

“The SBEA’s Energy Savers Program is just one more way that businesses can help lighten the load on the entire planet,” said Henry.

For more information about how your small business can save energy and money, visit the Small Business Energy Alliance’s website at sbeonline.com or call (800) 881-SBEA. In addition to a FREE energy audit, the SBEA offers

- More efficient lighting: up to 75 percent of cost
- Air conditioner tune-ups: up to 50 percent of cost

- Air conditioner replacements: up to \$160/ton
- Refrigeration system tune-ups: 100 percent of cost
- Programmable thermostats: up to 50 percent of cost

This program is funded by California ratepayers under the auspices of the California Public Utilities Commission.

Source: SBEA

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showing that conservation and efficiency protect natural resources, reduce emissions of greenhouse gasses, and save money.”

Bank of America has set a goal of reducing total annual energy use by 3 percent through energy efficiency-enhanced building operations and employee education throughout its entire portfolio of facilities, which includes more than 17 million square feet of space in California. During the last three years, the company installed energy-efficient lighting at 25 properties across the state, introduced energy management controls at more than

100 California facilities, and installed energy-efficient heating and cooling equipment and motor controls at several others. Throughout 2004, Bank of America was ahead of pace to reduce energy use by more than 5 percent across all facilities, resulting in \$8.24 million in savings and cost avoidance by year-end.

Flex Your Power is California’s statewide energy efficiency marketing and outreach campaign that was initiated in 2001 in response to the state’s energy crisis. The organization is a partnership of utilities, residents, businesses, institutions, government agencies, and nonprofit organizations working to save energy. The

State of California has been recognized as a leader in promoting energy efficiency, making the most significant and sustained investment in energy efficiency of any state in the nation.

Other winners of this year’s Flex Your Power award include Kaiser Permanente, Sears, PETCO Animal Supplies Inc., and Toyota Motor Sales.

Source: Greenbiz.com

“Allies” to Provide Green Information to Members

Sonoma County, CA- Nine business organizations, large and small, have agreed to “ally” with the Business Environmental Alliance (BEA). This is a testament to their commitment to the environment, their members, and the quality of life in Sonoma County. By doing so they have agreed to receive the materials that the BEA produces including this newsletter, how-to guides, and an annual report of

environmental best practices. Currently, the Allies include the Santa Rosa, Sonoma Valley, Rohnert Park, and Cotati Chambers of Commerce, the Sonoma County Grape Growers Association, the North Coast Builders Exchange, the Sonoma Valley Visitors Bureau, Sonoma County Farm Trails, and the Engineering Contractors Association.

In addition to receiving materials, Allies

also will receive annual updates on the projects that the BEA is working on, and are offered the first opportunity to take part in any of the current services and programs. If an organization is interested in becoming an Ally, it can contact the BEA at 565-7257 or at BEA@sonoma-county.org.

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*“profitability through sound
environmental practices”*

THE BOTTOMLINE

\$200,000

Money a business can receive through PG&E Express Efficiency Rebate Program

\$8.24 million

Money Bank of America is saving this year by reducing through energy conservation

\$330

Money, per month, Harmony Farms saves by retrofitting their lighting

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Organizations that have agreed to ally with the BEA

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